

Message Text

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ACTION AGRE-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W
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R 241040Z NOV 76
FM AMEMBASSY SOFIA
TO AMEMBASSY LONDON
INFO SECSTATE WASHDC 2033
AMEMBASSY ATHENS
USDOC WASHDC
AMCONSUL THESSALONIKI

C O N F I D E N T I A L SOFIA 2500

DEPARTMENT PASS AGRICULTURE/FAS

E.O. 11652: NA

TAGS: PFOR, OTRA, BU, US

SUBJECT: TRAVEL OF T. ARMSTRONG, SPECIAL ADVISOR TO SECRETARY OF
AGRICULTURE

REF: A) LONDON 18952 (NOTAL), B) PHILLIPSEN/SIMPSON/
BLACK TELCON 11/24/76

1. EMBASSY HAD NOT PREVIOUSLY BEEN AWARE OF OCTOBER 27
LETTER, NOR PHILLIPSEN'S RESPONSE, PRESENTING WHAT
WE NOW UNDERSTAND WAS ONLY A SUGGESTED SCHEDULE FOR
ARMSTRONG/STENWICK PROPOSED TRAVEL TO BULGARIA.

2. MAJOR PROJECT OF INTEREST TO US IN BULGARIA AT
PRESENT THAT INCLUDES LIVESTOCK COMPONENT IS
SILISTRA VERTICALLY-INTEGRATED AGRO-INDUSTRIAL REGIONAL
DEVELOPMENT PROJECT. AN AMERICAN FIRM, GLOBE INTERNA-
TIONAL, UNDER A CONTRACT WITH THE GOB, AHS SUBMITTED
PROPOSED MASTER PLAN TO GOB IN OCTOBER, AHS
RECEIVED SOME BULGARIAN COMMENTS, AND IS NOW AWAITING
GOB DECISION REGARDING IMPLEMENTATION AND AWARDING OF
CONTRACTS. THE PLAN IS RESULT OF MANY MONTHS OF INTENSIVE
WORK AND CONSIDERABLE EXPENSE TO GLOBE, WHO ALSO SPENT
OVER A YEAR IN LINING UP THE PLANNING CONTRACT. (EMBASSY
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HAS REPORTED FULLY ON THIS SUBJECT SINCE ITS INCEPTION,

BASED ON INFORMATION SUPPLIED BY GLOBE, GOB, AND OTHER SOURCES IN BULGARIA. SEE, FOR EXAMPLE, AGATT PHILLIPSEN'S TRIP REPORT OF OCTOBER 11.) AT PRESENT, GLOBE REPRESENTATIVES HAVE RETURNED TO CHICAGO TO AWAIT GOB NEXT STEPS.

3. EMBASSY IS AWARE THAT US FIRM GLOBE IS FACING MAJOR EFFORT BY BRITISH, JAPANESE, DANISH, FRENCH, AND OTHER FOREIGN COMPETITORS, TO CARVE OUT PIECE OF SILISTRA PIE.

4. MAIN COMPETITOR FOR GLOBE HAS BEEN BRITISH CONSORTIUM WHICH INCLUDES BERESFORD. MR. ARMSTRONG WILL APPRECIATE THE DELICACY OF SITUATION, PARTICULARLY IN LIGHT OF HIS CONTACTS WITH BERESFORD. WE MUST BE CAREFUL NOT TO LEND EVEN SLIGHTEST COLOR TO A POSSIBLE ACCUSATION BY GLOBE THAT US OFFICIALS EITHER MADE AVAILABLE INFORMATION RECEIVED IN CONFIDENCE FROM GLOBE OR TOOK ANY ACTION WHICH CONFERRED AN ADVANTAGE ON GLOBE'S COMPETITORS.

5. THEREFORE, WE SUGGEST MR. ARMSTRONG CONTACT MR. J.W. NORDSTROM OF GLOBE INTERNATIONAL IN CHICAGO (TELEPHONE 312-431-2714) AND MAKE SURE THERE IS NO POSSIBLE MISUNDERSTANDING RE POTENTIAL CONFLICT OF INTEREST, BEFORE PROCEEDING FURTHER WITH PLANS FOR SOFIA VISIT. HERZ

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AGRICULTURE, MEETING AGENDA, LIVESTOCK, VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 24 NOV 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ullricre
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976SOFIA02500
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: DG ALTERED
Executive Order: GS
Errors: N/A
Film Number: D760438-0195
From: SOFIA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761117/aaaaaolt.tel
Line Count: 85
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AGRE
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 76 LONDON 18952
Review Action: RELEASED, APPROVED
Review Authority: ullricre
Review Comment: n/a
Review Content Flags:
Review Date: 08 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 APR 2004 by greeneet>; APPROVED <06 AUG 2004 by ullricre>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRAVEL OF T. ARMSTRONG, SPECIAL ADVISOR TO SECRETARY OF AGRICULTURE
TAGS: PFOR, OTRA, BU, US
To: AGR LONDON
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006